



# MOHAMMAD TURKI ALOTAIBI

## Digital Transformation executive

Digital Transformation

Leadership

Consulting

45 years old  
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📍 Saudi Arabia

I am a Saudi professional with 20+ years of experience in working for multi-national International Corporate in digital transformation, information technology, and communications.

I have been in charge of various leadership roles, including Managing director at Orange Business Services, VP Sales at Ericsson AB, and recently as Director of Sales, Report to President, International Business SenseTime Group.

I held an MBA from the University of Hull - United Kingdom, a Sciences Bachelor's Degree in Information systems & Computer Science from King Saud University - Saudi Arabia, and recently completed an Executive Leadership Program from INSEAD.

MY specialties are digital and people leadership, sales strategy & management, and general administration. Mohammads' interests in business & entrepreneurship, biography & social readings, and socializing.

If you would like to learn more about me, my aspirations, and my experiences, please don't hesitate to contact me!

### EXPERIENCES

#### Sales Director Key Accounts

SenseTime - Since May 2021 - Full-time - Riyadh - Saudi Arabia



- Responsible of creating and managing strategic accounts and establishing long-term relationship with Key clients and partners.
- Leading sales team from lead2deal cycle and accountable overall order2cash cycle. Report to CEO of international business Group at SenseTime.
- Major Verticals include Smart City, Smart Traffic, Smart Building, Smart Tourism, AI+ Retail, AI+ Education, AI+ Health, AI+ Remote Sensing, Autonomous Driving, Robot Vision.

#### Managing Director

Orange Business Services - 2017 to February 2021 - Full-time - Riyadh - Saudi Arabia



- Country Manager and Regional Sales Director at Orange Business Services for Saudi Arabia.
- As country manager, I manage the entire business for Saudi Arabia and country operations for legal Entity orange business Arabia LCC.
- As regional sales director for Saudi Arabia, Kuwait and Bahrain, I lead the sales team toward achieving corporate objectives, sustainable profitable growth, and customer success and satisfaction.

#### VP Sales - KAM Public & Enterprise

ERICSSON AB - 2015 to 2017 - Full-time - Saudi Arabia



- Leading Public and Enterprise sector for Saudi Arabia and CxO relationships and actively contributing to securing short and long-term profitable business growth
- Member of Ericsson Saudi country unit leadership team, member of Ericsson Industry & Society Middle East and Africa leadership team.
- Focus on the following verticals safety & security, utilities, transport, and smart cities.

#### Country Director, IT & Cloud

Ericsson AB - 2012 to 2014 - Full-time - Saudi Arabia



- Lead Business line Unit of IT & Cloud for Saudi Arabia. P/L Accountable for E2E sales and delivery OSS, BSS, Systems Integration, IT & Consulting service lines.

### SKILLS

#### Leadership & Innovation

- Business Leadership
- Thought & innovation Leadership
- People & Organizational Leadership
- Leading Digital Transformation

#### Account & Business Development

- Targeted Market selection
- Go-to-Market Planning
- Stakeholders Management
- Business Development
- Account Management
- Bid Management

#### Strategy & Growth

- Vision & Objectives setting
- Vision Realization
- Growth Planning
- Partnering & Outsourcing

#### Steering & Governance

- Stakeholders Management
- Escalation Handling
- Change Management
- Financial & Progress Reporting

#### General Management

- Country Management
- Governance
- Corporate Finance
- Sales & Customer Care
- Sourcing & Supply Chain
- Human Resources
- Facility Management

#### People Leadership

- Managed 160+ Employees

- Managing multi-layer organization (160+employee) & (300+ Off-shore)

Member of Ericsson Saudi country unit leadership team, member of Ericsson OSS/BSS, Cloud & Consultancy & Systems Integration Middle East and Africa leadership team

## Sr. Account Manager

Ericsson AB - 2007 to 2012 - Full-time - Saudi Arabia



IT and Telecom Sales and Consultancy professional with wealth experiences in mega deals and extensive knowledge in Saudi Market in general and specifically IT solutions and VAS services. Fostering relationship with executives and create unique value proposition to meet business challenges and accelerate growth strategies with proven track records of achievements and success.

## Project/Program Director

Ericsson AB - 2005 to 2007 - Full-time - Saudi Arabia



Enthusiastic and result oriented customer project manager (PMP® certified)/ program Director, with strong record in the field of ICT solutions and VAS services, successfully delivered various complexity type of projects/programs covering Access/core/VAS and OSS/BSS consultancy and IT domains.

## Business Analyst/project manager

Royal Commission for Jubail & Yanbu - 2003 to 2005



Lead financial module – Enterprise Resource Planning Project (ERP), Manage Document Management System Project (DMS), Lead change management (CM) activates to adapt ERP Project for national wide transformation program (Safeer).

## Lead Software Engineer

Raytheon - 1998 to 2003 - Full-time - Saudi Arabia



Responsible for designing and developing applications and critical real-time systems, Include OJT in California, USA, conducting software engineering, and UNIX.

## EDUCATION

### MBA

THE UNIVERSITY OF HULL

2001 to 2003

Master of Business Administration

### Bachelor's Degree (BSc.)

KING SAUD UNIVERSITY

1994 to 1998

Computer Sciences & Information Systems

### Leadership program

INSEAD

2020 to 2021

Digital Leadership Program

### InStruct Program - Social Selling Program Ambassador

LINKEDIN

2020

- Managed 300+ Off-shore team
- Leader of Leaders Experiences
- Manage diversified teams

## Organization Leadership

- Right Shoring
- Resource Management
- Virtual team Management
- Processes management
- Business Excellence

## Professional Services

- Consultancy & Advisory Services
- Digital Transformation
- Systems & Solutions Integrations
- Managed Services
- IT Outsourcing & ADM/MSI

## Technologies & Solutions

- Smart Solutions (Smart cities, smart buildings, smart meter, smart transport...etc)
- Cloud Computing
- Applications, IOT and Data Sciences
- Cyber Security
- Telecommunications (Fixed and Mobile Broadband)
- OSS and OSS
- Data Center
- Services Enablement and Platforms
- Collaborations & UCC
- Contact Center & Digital Customer Experiences
- Artificial Intelligence

## Industries & verticals

- Telecommunications
- Public Sector
- Smart Cities
- Energy & Utilities
- Healthcare
- Transportations
- Education
- Public Safety & Defense

## INTERESTS

### Literature

Business & bibliography Reading

### Travel

Learn about Culture and People